

UNITEDSTATES **ESAND EXCHANGE COMMISSION** Washington, D.C. 20549

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ANNUAL AUDITED REPORT FORM X-17A-5 PART III

FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING_	01/01/06	AND ENDING	12/31/06
	MM/DD/YY		MM/DD/YY
A. REC	GISTRANT IDENTII	FICATION	
NAME OF BROKER-DEALER: Burnham &	Flower Financial, Inc.		OFFICIAL USE ONL
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)		FIRM I.D. NO.	
315 South Kalamazoo Mall			
	(No. and Street)		
Kalamazoo	MI	49007	7-4806
(City)	(State)	((Zip Code)
NAME AND TELEPHONE NUMBER OF PI Amber Howes	ERSON TO CONTACT II	N REGARD TO THIS RE	PORT 269-341-4835 (Area Code - Telephone Numb
B. ACC	COUNTANT IDENTI	FICATION	
INDEPENDENT PUBLIC ACCOUNTANT	whose opinion is containe	d in this Report*	
Siegfried Crandall P.C.	(Name – if individual, state la.	et first middle name)	
246 E. Kilgore Road	•	CESSED MI	49002
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:		1 2 2007	RECEIVED
☑ Certified Public Accountant	THO	OMSON FE	EB 2 7 2007 · ·
☐ Public Accountant	FIN	HIAOIUE A	
☐ Accountant not resident in Uni	ted States or any of its po	ssessions.	185 🤟
	FOR OFFICIAL USE	ONLY	

*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1410 (06-02)

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OATH OR AFFIRMATION

I, Amber S. Howes	, swear (or affirm) that, to the best of
my knowledge and belief the accompanyi	ng financial statement and supporting schedules pertaining to the firm of
Burnham & Flower Financial,	nc. , as
	, 20 06 , are true and correct. I further swear (or affirm) that
neither the company nor any partner, pro	prietor, principal officer or director has any proprietary interest in any account
classified solely as that of a customer, exc	cept as follows:
NC	DNE
	Signature
	Vice President JEANNE M. HAY Title
☐ (f) Statement of Changes in Liabiliti ☐ (g) Computation of Net Capital.	ble boxes): al Condition. Iders' Equity or Partners' or Sole Proprietors' Capital. es Subordinated to Claims of Creditors.
	of Reserve Requirements Pursuant to Rule 15c3-3.
 □ (j) A Reconciliation, including approcessing Computation for Determination (x) □ (k) A Reconciliation between the aux 	ession or Control Requirements Under Rule 15c3-3. Opriate explanation of the Computation of Net Capital Under Rule 15c3-1 and the of the Reserve Requirements Under Exhibit A of Rule 15c3-3. dited and unaudited Statements of Financial Condition with respect to methods of
consolidation. I (l) An Oath or Affirmation.	
(ii) All Oath of Attituation. (iii) A copy of the SIPC Supplementa	I Report.
(n) A report describing any material ix (o) Independent Auditors' Report on Int	nadequacies found to exist or found to have existed since the date of the previous auditernal Accounting Controls
**For conditions of confidential treatmen	nt of certain portions of this filing, see section 240.17a-5(e)(3).

Burnham & Flower Financial, Inc. FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

Siegfried Crandall PC Certified Public Accountants & Advisors

246 E. Kilgore Road Kałamazoo, MI 49002-5599 www.siegfriedcrandall.com

Telephone 269-381-4970 800-876-0979 Fax 269-349-1344

INDEPENDENT AUDITORS' REPORT

Board of Directors Burnham & Flower Financial, Inc.

We have audited the accompanying statement of financial condition of Burnham & Flower Financial, Inc. as of December 31, 2006 and 2005, and the related statements of income, changes in stockholders' equity, and cash flows for the years then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Burnham & Flower Financial, Inc. as of December 31, 2006 and 2005, and the results of its operations and cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

Our audit was performed for the purpose of forming an opinion on the 2006 basic financial statements taken as a whole. The information contained in the accompanying schedule, on page 12, is presented for purposes of additional analysis and is not a required part of the 2006 basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the 2006 basic financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the 2006 basic financial statements taken as a whole.

Sigfied Crandell P.C.

Burnham & Flower Financial, Inc. STATEMENT OF FINANCIAL CONDITION

December 31, 2006 and 2005

		2006		2005
ASSETS	<u></u>			
Cash	\$	30,294	\$	22,568
Commissions receivable	•	4,899	Ψ,	6,491
Prepaid items		7,455		3,855
Deposits		484		484
TOTAL ASSETS	\$	43,132	\$	33,398
LIABILITIES AND STOCKHOLDERS	' EQUITY			
Liabilities:	•	044	•	670
Commissions payable	\$	911	\$	679
Other accrued expenses	_	700		1,085
Total liabilities	_	1,611		1,764
Stockholders' equity: Common stock (no par value, 60,000 shares authorized, 6,00	0			
and 7,500 shares, respectively, issued and outstanding)		6,000		6,000
Retained earnings		35,521		25,634
Total stockholders' equity	_	41,521		31,634
TOTAL LIABILITIES AND STOCKHOLDERS' EQI	UITY <u>\$</u>	43,132	\$	33,398

Burnham & Flower Financial, Inc. STATEMENT OF INCOME

	2006	2005
COMMISSION INCOME	\$ 318,402	\$ 327,441
EXPENSES:		
Commission expense	15,495	9,905
Insurance	7,323	6,563
Michigan Single Business Tax	3,385	2,441
Legal and accounting	2,725	7,117
Regulatory fees	1,415	7,343
Education	770	878
Other costs and expenses	2,402	
Total expenses	33,515	34,247
NET INCOME	\$ 284,887	\$ 293,194

Burnham & Flower Financial, Inc. STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY

	Commo	on stock	Retained	Total stockholders'
	Shares	Amount	earnings	equity
Balance, January 1, 2005	7,500	\$ 7,500	\$ 28,340	\$ 35,840
Net income	-	-	293,194	293,194
Stock redemption	(1,500)	(1,500)	(38,500)	(40,000)
Distributions		_	_(257,400)	(257,400)
Balance, December 31, 2005	6,000	6,000	25,634	31,634
Net income	-	-	284,887	284,887
Distributions			(275,000)	(275,000)
Balance, December 31, 2006	6,000	\$ 6,000	<u>\$ 35,521</u>	<u>\$ 41,521</u>

Burnham & Flower Financial, Inc. STATEMENT OF CASH FLOWS

CASH ELONO EDOM ODEDATINO ACTIVITIES	2006	2005
CASH FLOWS FROM OPERATING ACTIVITIES: Commissions received Payments to vendors and suppliers	\$ 319,994 (37,268)	\$ 326,920 (35,106)
Net cash provided by operating activities	282,726	291,814
CASH FLOWS FROM FINANCING ACTIVITIES: Distributions to owners Stock redemption	(275,000)	(257,400) (40,000)
Net cash used in financing activities	(275,000)	(297,400)
NET INCREASE (DECREASE) IN CASH	7,726	(5,586)
CASH - BEGINNING	22,568	28,154
CASH - ENDING	\$ 30,294	\$ 22,568
Reconciliation of net income to net cash provided by operating activities:		
Net income Adjustments to reconcile net income to net cash provided by operating activities: (Increase) decrease in:	\$ 284,887	\$ 293,194
Commissions receivable	1 502	(E04)
Prepaid expenses	1,592 (3,600)	(521) 21
Deposits	(3,000)	460
Increase (decrease) in:	-	400
Commissions payable	232	325
Other accrued expenses	(385)	(1,665)
Net cash provided by operating activities	\$ 282,726	\$ 291,814

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

The summary of significant accounting policies of Burnham & Flower Financial, Inc. (the Company) is presented to assist in understanding the Company's financial statements. The financial statements and notes are representations of the Company's management, who is responsible for their integrity and objectivity. These accounting policies conform to U.S. generally accepted accounting principles (hereinafter referred to as generally accepted accounting principles) and have been consistently applied in the preparation of the financial statements.

a) Organization and nature of operations:

The Company is a broker-dealer with the Securities and Exchange Commission (SEC) and is a member of the National Association of Securities Dealers. The Company receives a significant portion of commission revenue from a revenue sharing arrangement with Harbour Investments, Inc. The Company is a Michigan Corporation and is a member of a group of entities under common control.

b) Basis of presentation:

These financial statements include all accounts of the Company. The Company is engaged in a single line of business as a broker-dealer.

c) Commissions:

Commissions and related expenses are recorded on a trade-date basis as securities transactions occur.

d) Income taxes:

There is no provision for income taxes because the Company has made a valid election under Section 1372(a) of the Internal Revenue Code as an S Corporation whereby corporate income is taxed to its stockholders.

e) Use of estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

NOTE 2 - RELATED PARTY TRANSACTIONS AND ECONOMIC DEPENDENCE:

The Company's share of certain common general and administrative costs, such as occupancy and personnel support, are borne by other members of the controlled group. Currently, there is no intention to charge such costs to the Company.

Nearly all of the Company's commission revenue is derived from individuals who are related to customers of its related entities, Burnham & Flower Group, Inc. and subsidiaries. The related entities are general insurance agents, providing commercial, personal property and liability, and employee benefit coverage principally to local units of government in Michigan, Indiana, Illinois, and Ohio.

NOTE 3 - NET CAPITAL REQUIREMENTS:

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. At December 31, 2006, the Company had net capital of \$30,545, which was \$25,545 in excess of its required net capital of \$5,000. The Company's net capital ratio was 0.05 to 1. Net capital, as disclosed above, did not differ from the amount shown in Part II of Form X-17A-5.

NOTE 4 - COMMISSION REVENUE:

Commission revenue was derived from the following sources at December 31:

	2006	2005
Variable annuities Fixed annuities Group annuities Mutual funds Other	\$ 165,541 51,395 50,961 43,752 6,754	\$ 197,051 32,377 46,807 49,916 1,290
	\$318,403	\$327,441

NOTE 5 - ANTICIPATED CAPITAL DISTRIBUTIONS:

The Company expects to make capital distributions before June 30, 2007, of \$8,000.

SUPPLEMENTARY INFORMATION

Burnham & Flower Financial, Inc.

COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION

As of December 31, 2006

NET CAPITAL		
Total stockholders' equity qualified for net capital	\$	41,521
Deductions and/or charges: Non-allowable assets:		
Commissions receivable - fixed insurance Prepaid expenses and deposits		(3,037) (7,939)
Net capital	<u>\$</u>	30,545
AGGREGATE INDEBTEDNESS		
Other accounts payable and accrued expenses	\$	1,611
COMPUTATION OF BASIC NET CAPITAL REQUIREMENT		
Minimum capital required (6-2/3% of aggregate indebtedness)	\$	107
Excess net capital (Net capital less minimum dollar net capital requirement of \$5,000)	\$	25,545
Excess net capital at 1,000 percent (Net capital less 10% of aggregate indebtedness)	<u>\$</u>	30,384
Ratio: Aggregate indebtedness to net capital	<u>.0</u>	<u>153 to 1</u>
RECONCILIATION WITH COMPANY'S COMPUTATION (included in Part II of Form X as of December 31, 2006)	-17A-{	5
Net capital, as reported in Company's Part II (unaudited) FOCUS report	\$	41,521
Rounding		
Net capital per above	<u>\$</u>	41,521

The Company has not made an election to compute the alternative net capital requirement.



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REPORT ON INTERNAL CONTROL

Board of Directors
Burnham & Flower Financial, Inc.:

In planning and performing our audit of the financial statements of Burnham & Flower Financial, Inc. (the Company) for the year ended December 31, 2006, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing our opinion on the effectiveness of the Company's internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by rule 17a-13
- Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Board of Directors Burnham & Flower Financial, Inc. Page 2

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2006, to meet the SEC's objectives.

This report is intended for the information and use of the Board of Directors, management, the SEC and the National Association of Securities Dealers and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be, and should not be, used by anyone other than these specified parties.

Sigfied Cronlett P.C.

February 16, 2007

END